18. Explain the process of strategic thinking and planning in entrepreneurship.

19. Discuss the significance of continuous learning in entrepreneurship.

20. Discuss the relationship between imagination, creativity, and entrepreneurship with examples.

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NOVEMBER/DECEMBER 2025

23USEN34/23ISEN34 — ENTREPRENEURIAL SKILLS

Time : Three hours Maximum : 75 marks

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SECTION A — (10 × 2 = 20 marks)

Answer ALL questions.

1. Write any two qualities of successful entrepreneur.

2. Mention any two characteristics of entrepreneurship.

3. What is meant by business management?

4. What is the significance of listening skills in customer service?

5. What are two key differences between a startup and a small business?

6. Name any two types of entrepreneurship.

7. Define marketing in simple terms.

8. What is networking in business?

9. Define entrepreneurial imagination.

10. What is the role of creativity in entrepreneurship?

SECTION B — (5 × 5 = 25 marks)

Answer ALL questions.

11. (a) Describe three key elements of an entrepreneurial mindset.

Or

(b) Explain any four characteristics of entrepreneurship.

12. (a) Explain any three key business management skills required for entrepreneurship.

Or

(b) Discuss the role of customer service skills in building a strong business.

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13. (a) How does strategic thinking help in business growth?

Or

(b) Discuss the importance of time management for an entrepreneur.

14. (a) Describe various ways to improve entrepreneurial skills with examples.

Or

(b) How can risk-taking ability be developed in entrepreneurs?

15. (a) Why is it important for entrepreneurs to focus on environmental sustainability?

Or

(b) How do government policies and economic conditions contribute to entrepreneurial growth?

SECTION C — (3 × 10 = 30 marks)

Answer any THREE questions.

16. Analyze the role of entrepreneurship in innovation and national development.

17. Elaborate on the importance of business management, leadership, and teamwork skills for a successful entrepreneur.